

FINEST PERFUMES COME HERE

AMERICAN WOMEN THE CHIEF FACTOR IN THE MARKET.

Many High Grade Scents Are Made in This Country. Though France Still Leads—Changing Fashions in Odors—Tons of Flowers Used in the Business

It is the American woman, according to an unprejudiced Frenchman, who is now the most critical judge of perfumes and the most extravagant buyer of perfumes in the world.

"I have had such a loss," a woman just returning from Europe told a friend. "What have you lost?" the friend asked. "When I opened my trunk I discovered that a bottle of Dashi's perfume I thought I packed with greatest care was smashed to bits. I can't replace it over here for love or money."

"How very annoying," the other sympathized with feeling. The bottle referred to held nearly two ounces of perfume which cost a little more than \$10 and was bought at a perfume store in an out of the way street of Paris, whose history had no record, however, of the status of exporting manufacturers to America.

There are several concerns like this in France owned by men whose product is designed to please especially fastidious buyers who like something distinctive. From time to time French and English women have visited these shops to ask to have made for their exclusive use a perfume which would not be placed on the market until several months later, and in every case their order was carried out. It is told that Napoleon's sister was among the French women who prided herself on using a distinctive perfume. This was some time before the beginning of the manufacture of perfumes synthetically.

Artificial musk, for example, sold at half the price of real musk, was not introduced until 1855. Real musk, however, in spite of the fact that modern fastidiousness turns up its nose at the use of musk alone as a perfume, continues to be the foundation of every perfume made in the most famous laboratories of the world. Similarly artificial musk has an important place in the manufacture of the cheaper grades of perfume which owe so much to the synthetic process.

In the French laboratories, where are produced the highest priced perfumes in the market, only the real essences are used. Of late years Americans, it has been found, have shown an appreciation of quality, a daintiness and individuality in their choice of perfumes equal to that of the great beauties of European courts, and this fact, say men who have studied the perfume market for years, has been an immense impetus to competition in the business. Even since Americans began to travel in large numbers to France have been on the alert to meet their approval and win their dollars, and that they have succeeded is proved by the importation last year to this country of nearly \$1,000,000 worth of fine perfumery, notwithstanding that the United States now shows an output of domestic perfumery of more than \$5,000,000 a year.

The representative of a French perfume house said recently that in his opinion the best judges of perfumery in the world are American women, who are the most liberal buyers of perfumes and toilet articles. This, he thinks, is one reason why the New York branch of a certain French perfume house, which twenty years or so ago began to manufacture toilet waters in this country, now does fifteen times as much business as it did fifteen years ago. Its books showing double as much business last year as in 1895, or an income of \$200,000 from toilet waters alone. The perfumes which bear this firm's name are made at the French headquarters.

It explains also, he says, why several American manufacturers of fine perfumes, which rival in price the imported brands, are getting rich. "It is a well known fact," said he, "that there are New York women who will use nothing but the finest grades of imported perfumery, most of which they purchase here in Europe, going from shop to shop sampling and comparing the newest extracts offered."

But there are many more women who are perfectly willing to try extracts of home manufacture, and their taste, made critical by using the very best French perfumes, can be depended on to know the first class article every time. Besides, many of these women understand that the ingredients of the fine perfumes are all imported. So far American manufacturers have not tried to get, or at least, their attars from native flowers, for the reason that in France, where flower farming is one of the important industries of the country, the quality of the flowers and the richness of their odor is almost unequalled, except perhaps by some of the products of Turkey, Bulgaria, Arabia, India and Siam.

France, is probably the centre of the perfume industry, and in Europe flower farming for perfumery is confined principally to the valley of the Var in France, where more than 100,000 acres are devoted to roses, tuberose, violets, jasmine, cassia, orange blossoms, etc.

The ancient knew a few things about perfume making, but the process of making flowers in fat and afterward treating the fat to a 95 per cent. solution of alcohol to capture the odors has been developed since the demand for fine perfumes has increased so tremendously. "Some idea of how large this demand now is may be had by learning what a vast quantity of flowers are consumed in making perfumery. In one year, for instance, the French manufacturers now require about 6,000,000 pounds of orange blossoms, 5,000,000 pounds of roses, 400,000 pounds each of violets, tuberose and cassia, besides lesser quantities of some other blossoms."

Some of the oils, like wintergreen, peppermint and spearmint, are now made in this country, but without exception American manufacturers of fine perfumes import from Europe their attars in one form or another, and the four principal animal perfumes, musk, civet, ambergris and castoreo, which give permanence to the more delicate vegetable perfumes, must also be imported.

In spite of this drawback and the fact that the perfume business depends largely on woman's caprice, there are now more than 200 manufacturers of perfumes in this country. One of the best known of these men, who started making laundry soap only for many years, was so dubious of the profit to be had from handling perfume in any form that when a head making of scented soaps the firm gave in reluctantly only on condition that the man would give him time free if they furnished the materials while the experiment was under way. From scented soap, which brought fame and fortune to the makers, it was an easy step to the making of fine perfumes, which was profitable in part because of the confidence of a large percentage of American women in any of the firm's products.

This same loyalty on the part of some of the wealthiest of the New Yorkers who travel to good perfume is shown by the fact of a renowned French house which has continued to bear the same name for more than fifty years, although long ago the name of the house, though the business passed into other hands.

QUAINT GIFTS FROM PARIS.

Elaborate Figures That Hide a Tiny Bag of Candy.

In the show window of a white and gold candy shop on Fifth avenue there are several figures which look as if they would be much more appropriately placed in a toy bazaar. By the side of an old fashioned spinet sits a daintily dressed figure of the Empire days with her pink china fingers stretched over the keys. Her First Empire coiffure, the dainty green satin gown and the graceful figure in the low neck, loose draperies looks like nothing more than a beautiful doll. She has a more utilitarian purpose, however. Tucked away beneath the spinet is a satin bag of the same shade as the gown. It is embroidered with spangles and colored silk and tied with a silk cord. It is meant for the small amount of bonbons to be sent along with the Christmas gift from the confectioner's.

A similar gift is a figure of a typical Mme. Recamier seated on a sofa of the kind associated with her period. She is quite as dainty as the lady at the spinet and her real blond hair is tucked up under its bandeau in the style of that early century epoch. She reclines on a flowered silk cushion that contrasts attractively with the rose du Barry gown she wears. Where is the useful detail of this essentially Parisian arrangement? Why, in the silk bag hidden almost from view under the low sofa, which even has the customary ornamental ornaments along the mahogany edges of its woodwork.

The hold that the charm of these tiny figures has on the imagination of the Parisians is displayed by the picture of the bag shown here. This pretty arrangement of silk and a doll's head is just now a favorite means of carrying around the things a woman needs at the theatre. Her companion, her opera glasses, provided they are not too large—her powder puff and her handkerchief—all these may be provided for in the skirt of this little lady after the string has been pulled and her tiny head shot into the air to make an opening for the articles which she is meant to contain. The other dolls of the same kind which are used as candy boxes are not meant to be carried about nor hang from the waist. They are ornaments for the drawing room.

"At any rate in France the manufacture of perfume has become almost an art. The Government awards a prize every year to the maker of the perfume judged the best by a committee and the fine predigging chemists, of whom there are remarkably few, are constantly studying to produce a new odor or bouquet which will bring them fame on both sides of the Atlantic.

"Were it not for the tremendous influx of American women to Europe every year there would be less incentive to launching a new perfume and far more risk, of anything which pleases their fancy the Americans buy freely and talk it up to their friends when they reach home. "It is the feminine public which is the final judge whether the manufacturer shall reap a big profit or pocket a big loss by an experiment. No chemist can predict how often a new perfume will take. It is uphill work often to get a perfume started, perhaps 20,000 bottles being needed to make the test. It was different in the days when the exports from French laboratories were few and when even the highest grade perfumes were put up in ordinary bottles topped with a common cork tied down with a piece of fancy paper. To-day the choicest perfumes are treated very differently. The highest priced must be put up in cut glass bottles, the next finest in bottles finished with a cut glass stopper and the bottle encased in a satin lined artistically shaped receptacle whose colors blend with the color of the liquid.

"I am often asked by practical persons whether it would not be better business to charge less for the perfume and out of some of the outside trimmings. To do that would almost kill the sales with fastidious American women—fastidious as to color harmony I mean. "American women who have plenty of spending money and have travelled much want the finest of everything. Of late years the American woman's taste has been developing fast along this line. There are cases a plenty where women smell with their eyes more than with their nose. Any retailer of fine perfumery knows this. On account of the high cost of fine perfumes, test tubes, each containing a small quantity of one kind of perfume, are now furnished with every consignment of goods to the retailers, so that customers can sample what a new perfume must furnish also toilet water, sachet powder, soap and face powder all of the same odor or near it. Of late years the perfumes which have enjoyed a tremendous vogue for six months or longer at a cost of \$5 or \$6 an ounce bottle have not been distinctively violet, rose or lilac, but of a bouquet quite impossible to describe. It is for this elusiveness that some women are willing to pay double, and of course the manufacturers must meet their wishes."

"Not long ago I had occasion to handle a sachet powder which at the first whiff suggested to me tobacco. I did not like it. I did not believe it would take well at the price. I did not know that already the American woman abroad had shown a high regard for that particular powder, which was a guarantee of a brisk sale for it in the United States. I found it out though when my orders for this preparation topped all the others. "At one time essences were much less concentrated than now. A woman would soak her handkerchief with attar, whereas now a single drop is sufficient, and the result is far better. "Aside from the distinctive bouquet many women use in turn violet, lily of the valley, rose, lilac, camellia, etc., according to the flowers carried. This is particularly the case with younger women, who just now are given to wearing artificial as well as real flowers. The flowers are not scented, that is bad taste; but a drop of violet perfume on the corsage or lace, when glistening with the dew of rain, is the perfection of taste and helps out the suggestiveness of the flowers. At any rate it is a fashion profitable to the makers of fine perfumes."

RIKTI KIK AND THE COBRA.

A Fight in Which the Mongoose Killed the Big Snake.

"I had the good fortune this evening," says a writer in the Ceylon Times, "to witness a fight between a four foot cobra di capella and a mongoose."

"On first catching sight of the cobra, rikti kik (as Rudyard Kipling calls the Indian mongoose) quietly smelt its tail and then hung around awaiting events with curiosity, but he had not long to wait, for the cobra spread its hood, hissed out its death sentence and prepared to dart from its coil at its natural and hated enemy."

"Now commenced a most interesting and deadly battle of feint and counter feint between the mongoose and strike and lightninglike recovery by his adversary, who was also on the defensive, all the time watching for the opportunity to get in his properly aimed bite. "Time after time rikti kik quivered slowly up to within reach of those terrible fangs—belly on ground—with every gray hair on his body erect with anger and defiance, his eyes glaring from his head, which by the way, he invariably held sideways during this approach and attack, but the moment the cobra struck in a sudden back-swinging motion, the mongoose, although often it appeared as if impossible that he could have escaped the dreaded fangs, not a scratch harmed him, and there he would be again, wearing the cobra out and pressing his advantage inch by inch.

"At last with a growl and sharp rikti cry the plucky little beast flew in, avoided the strike and seized the snake behind the head, never for a moment getting under its mouth, but right at the nape of the neck and head, which he scrunched with a loud cracking sound despite the struggles and twisting and turning of the cobra. Again and again rikti kik returned to the now writhing reptile and bit its head and body until it lay dying. "Finally he ate three or four inches of the cobra's body, and the cobra, in the extreme conservatism, figuring the snake at only 50 cents a pound gives a return of \$200 an acre. This is not, as all necessary cultivation is secured from that given the mongoose, corn, peas or other crops always planted between the rows of paddy trees.

The present price of paper shell pecan nuts in any part of the United States is \$1 a pound, and the mongoose, in the extreme conservatism, figuring the snake at only 50 cents a pound gives a return of \$200 an acre. This is not, as all necessary cultivation is secured from that given the mongoose, corn, peas or other crops always planted between the rows of paddy trees. Another fact in the pecan's favor is that each year after the seventh the tree bears more heavily, after eight years

PLANNING A GARDEN AHEAD

CROPS THAT MAY BE RAISED ON A SMALL PLOT.

Plentiful Supplies for the Amateur Who Lays Out His Ground Wisely—Advice From a Nurseryman—The Well Balanced Garden—Home Farm Economy.

"Winter is the best time to plan your garden and order your seeds, both flowers and vegetables," declared a nurseryman who plants and cares for more than half the gardens in a suburb in Westchester county. "The smallest garden the more carefully it should be planned and thought out if the best results are to be had. I have the plot of each garden in my care drawn out on paper, the rows spaced and numbered and the proper position assigned to each vegetable."

"Seeds should be ordered in January or as early as possible thereafter, so as to start the plants of the tender vegetables indoors in February, and the hardy sorts in hotbeds or cold frames in March. When such plants are to be bought of a gardener instead of being raised at home they should be ordered ahead to make sure of having them at the right time."

"One of the most important points in laying out your garden is to have your rows run as nearly north and south as possible so that the sun may shine on both sides. There is no exception to this rule, and the smaller the garden and the greater the variety of vegetables to be planted the more important it is. The rows should always be as straight and as long as possible."

"Where there are permanent vegetables, such as asparagus and rhubarb, they should be planted at one end of the garden so that they will interfere as little as possible with the cultivation of the rest of the land. If there should be small fruits, such as raspberries, gooseberries and currants, the bushes should be planted at the same end as the permanent vegetables and between them and the fence or outside boundary."

"Strawberries should be planted between the garden proper and the permanent vegetables. This arrangement will enable the gardener to work them in with the succession and rotation crops. Where there are many small vegetables planted together in close rows there should be a path about a foot wide left every five rows to prevent tramping of the narrow rows when gathering."

"Of course the amount of space allowed to each vegetable and the varieties of the vegetables planted must depend on the taste of the family. Taking a row of 100 feet as the basis and allowing that the soil is up to the standard in fertility and is well prepared and fairly well tended the yield in turnips will approximate two bushels; potatoes, one and a half bushels; onions, one bushel; beets, two bushels; carrots, two bushels; corn, from eight to twelve dozen ears; cucumbers, from twenty-five to fifty on a hill; peppers, from ten to twenty on each plant; radishes, from eight to one hundred bunches; tomatoes, from twelve to fifty on each plant; peas, from one to two hundred bunches; lettuce, from one to two hundred heads, and spinach, about one bushel."

"Several of the gardens which I tend are only fifty by seventy-five feet and by planting for succession crops and catch crops they are made to supply families of as many as six with their greens. Those gardens unless planned beforehand would hardly be worth planting."

"Not a foot of land should be left idle for as much as two days. People who know nothing of gardening exclaim when I tell them this. They say it will require constant work and consequently be expensive."

"The expense of a garden comes in preparing the land for the first crop. It is then that the heavy work and the bulk of the fertilizer have to be supplied. If the first work is not properly done it will not produce even a good first crop. The after crops take very little additional fertilizer and an average of less than two hours work a day."

"Putting labor at 20 cents an hour—that is what I charge my patrons—the saving to the householder runs from \$5 to \$15 a season, besides their having the vegetables fresher and of better quality than those they could buy."

"Of course the saving depends on the vegetables which the family wish grown in the garden. Large growing vegetables, such as corn, pole beans and vines, give smaller returns for space occupied than small vegetables. By small vegetables I mean lettuce, radishes, onions, beets, carrots, spinach, tomatoes, eggplant, etc."

"When I get an order to plant a garden for people who can't tell me just which vegetables they prefer I put in what I call my well balanced garden. Taking a space of 75x50 feet it would be about as follows: Early potatoes, 200 feet; radishes, 250 feet; peas, 200 feet; bush beans, the same amount;

WHAT WOMEN ARE DOING.

The City Council of Easton, Md., voted by a large majority to ask the Legislature to amend the city charter so as to give the municipal suffrage to women owning \$500 worth of property.

Miss Ethel Wood has been appointed instructor in the art of story telling by the Massachusetts State Board of Education. Miss Wood won a reputation as an original story teller while teaching in Brookline.

A junior league of the New York State Association Opposed to Woman Suffrage has been formed at Albany with Mrs. N. H. Henry as president. The membership is said to have reached already the neighborhood of 100 and to include young women of every social grade in Albany.

Mrs. Clarence Mackay has engaged a theatre at Albany for one night this month to hold a suffrage meeting similar to those at the Garden Theatre, New York. Mrs. Mackay will preside and Senator Everett Colby and other well known men will be speakers.

Mrs. O. H. P. Belmont gave away 2,000 dolls to poor children during the Christmas holidays just passed. Each doll was a "Votes for Women" doll. It is reported that several suffrage clubs were formed by the little girls who received these dolls without suggestion from older people.

An advisory council of women to assist the Fifth Avenue Association is now being considered. The object of the association is to make Fifth Avenue the greatest retail street in the world. Among the women members of the association who are likely to be members of the council are Mrs. J. C. Crocker, Mrs. M. H. Deane, Mrs. William Osgood Field, Mrs. Robert Safford, Mrs. Oby, Mrs. John H. Hall, Jr., Mrs. Richard Irvin, Mrs. Alice Maynard and Mrs. George G. McHenry.

Miss Theodora J. Frankson of Chicago, who has been totally blind since she was 8 years old, has been elected to the Phi Beta Kappa Society in the University of Chicago. This is an honor conferred for high scholarship. The title of associate in literature was awarded Miss Frankson at the same time. Since entering the university, three years ago Miss Frankson has won a scholarship each year. So far as is known she is the first blind girl to be elected to Phi Beta Kappa.

Dr. Emily H. Jones Barker recently resigned as resident physician at Wellesley College. Dr. Barker was appointed to this post in 1875 and was the last officer in academic service whose appointment dated back to the first year of the college. For more than thirty years she served as superintendent of Eliot Cottage.

Mrs. Dinah E. Sprague, who celebrated her 100th birthday last May, is the oldest member of the Woman's Relief Corps. Though born in New York Mrs. Sprague was among the first to come to Cleveland during the civil war a large number of soldiers camped on the heights above Cleveland and Mrs. Sprague was untiring in her efforts to better the condition of the sick and wounded in this camp. At the age of 90 Mrs. Sprague claimed her right to the ballot by voting for university trustee.

The women of Norway voted for members of Parliament for the first time last year. The women of Denmark took part in the municipal elections for the first time, the women of Michigan voted on questions of local taxation and the women of Iowa cast their first ballot for the State Parliament.

Mme. Grunberg, a young woman lawyer of Paris, has announced her desire to become a Magistrate. She calls on her opponents to cite any article of the code of law which forbids a woman to serve. She recalls the fact that Mme. Miropolsky, an advocate, was recently called on to take the place of an absent Judge. Mme. Grunberg asks why women should not be permanently appointed Judges if they are allowed to serve temporarily.

The women of Chicago have won a victory in the highest court in the State. The Supreme Court of Illinois has decided that no more inflated short weight loaves of bread may be sold in Chicago. This decision upholds a Chicago ordinance requiring that the weight of a loaf of bread be plainly marked thereon, and that all loaves shall weigh one pound or multiples or fractions thereof.

Bird's Fondness for Tobacco.

From the Koonas. A correspondent states that he possesses a tame magpie to which he has recently offered an extinguished cigar stump. The bird began to tear the stump apart, but apparently changing its mind proceeded to nibble the stump held in its beak over every part of its body, including the head of the wings in a very careful and methodical manner. The experiment was subsequently repeated many times always with the same result.

The magpie is so fond of tobacco that it has repeatedly snatched a lighted cigar from his hand against his will. It also picks up fallen cigar ashes and strews them over its body, including the head of the wings in a very careful and methodical manner. The experiment was subsequently repeated many times always with the same result.

This result has a wider bearing, inasmuch as it confirms the hopes of those who are studying the habits of the bird, modified by education and environment, and are not born vicious or virtuous, as the school of Lombroso has been contending for the last quarter of a century.



A NEW PARIS HANDBAG IN CLOSED POSITION.



THE DOLL HANDBAG OPENED.

\$200 AN ACRE FROM PECANS.

But It's the Paper Shells—And They Are Scarce and Costly.

At De Witt, Ga., some ten or twelve miles from Albany, there lives a quiet, elderly gentleman who goes about his daily work with a contented smile and unassumingly pursues the even tenor of his way. This quiet man is to-day the greatest orchardist in his line in all America, says a writer in *Progress* who has shown the way for thousands of farmers to raise a crop on each acre of their lands which will increase their net income by \$200 an acre yet without interfering with the usual crops planted on these acres. The man is G. M. Bacon, the crop pecan. Commercially the pecan is a wonder. One strong fact in favor of the pecan is that although the trees do not bear fully before they are five to seven years old, the grove owner putting out pecans does not have to wait for them to bear to have a revenue, as cotton, corn, peas or other crops are planted between the rows and bring in no same return when planted alone. A pecan tree begins to bear profitable crops in five to seven years after transplanting from the nursery, although some bear within three to four years.

The present price of paper shell pecan nuts in any part of the United States is \$1 a pound, and the mongoose, in the extreme conservatism, figuring the snake at only 50 cents a pound gives a return of \$200 an acre. This is not, as all necessary cultivation is secured from that given the mongoose, corn, peas or other crops always planted between the rows of paddy trees. Another fact in the pecan's favor is that each year after the seventh the tree bears more heavily, after eight years

the yield being probably thirty pounds instead of twenty a tree. After the eighth year an increase of from ten to thirty pounds a tree in yield will take place. The total cost of gathering, packing and getting ready to ship pecans is only one and one-half cents a pound.

The use of the pecan is a luxury for the table, in candies, as an oil, and as a staple food product is growing marvellously in this country and in Mexico, although as yet it is practically unknown in Europe.

GERMAN MARZIPAN.

Recipes Preserved in Many Families—Glazed Almonds.

From the London Evening Standard. Marzipan, according to the old German recipes which are still preserved in manuscript in many north German families, was simply made of a pound of blanched and shredded almonds and half a pound of icing sugar worked into a paste with orange flower water or rose water, the paste being then spread on wafers and dried in the oven.

The modern German confectioner makes marzipan in much the same manner, kneading and rolling out the paste, however, on a sugared board and sprinkling it with sugar as if it were flour when patting making is in progress, while only a cursory amount of icing is given in order to harden the exterior.

"THE HIGH CLASS ARTISTIC ADVERTISERS OF NEW YORK CITY."

Copyright, 1909, by BALLARD & ALVORD ADVERTISING AGENCY, Marble Building, Broadway and 34th St. Tel., Murray Hill—226.

Symphia MUSIC ROLLS

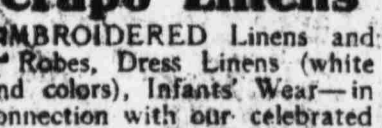
(with Indestructible Patent Shield).

FREE TRIAL PLAN

Take any Quantity Home Money Refunded on All Returns.

Old Rolls taken in part payment. Also Immense Variety World's Best Music. Choice selections, 15c. to 75c.

SYMPHIA MUSIC ROLL CO., 17 West 24th St., New York.



Crapo Linens

EMBROIDERED Linens and Robes, Dress Linens (white and colors), Infants' Wear—in connection with our celebrated Crapo Linen Towels. Their economy is due to their beauty and utility combined.

Embroidery Thread, white and colors. Positively Vegetable dyes used—therefore will not fade. ASK FOR CATALOGUE S.

John M. Crapo Linen Store Established 1860. 431 Fifth Ave. between 40th and 50th Streets. NEW YORK. SUMMER BROOKS, 431 Fifth Ave., Albany, N. Y.

"From the Silk Mills Direct to YOU"

SILK PETTICOATS

MADE TO YOUR MEASURE

\$1.00 and up—for making

Material at the Wholesale Prices

The low price of making combined with the figure at which we will sell you the silk means a saving to you of at least half the usual cost of such a garment.

This offer is made to introduce ROYAL SILKS—THE BEST FOR ALL USES.

All qualities and shades of silk—50 petticoat models to select from

ROSENTHAL BROTHERS

Wholesalers and Retailers of Silks. Mills at Plainfield, N. J. 34th Street and Broadway. Fourth Floor. Marble Building. Over Rogers, Post & Co. (Entrance 47 W. 34th St. Take Elevator.)

BRANCH OFFICES

The Sun. Daily: Sunday: Evening

ADVERTISEMENTS and SUBSCRIPTIONS. The rates are the same as those charged in this office.